



Rajan V. Mani

Forex & Financial Consultant

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Profile

Mr. Rajan V Mani , is presently a Forex & Finance Consultant. He has a wide experience of 30 years in Banking of which 22 years in Forex. He was a Chief Dealer in a Bank. From banking career he shifted to consultancy in Forex. He was a Finance Controller in a Large Export House. Now he is a Consultant for Banking, Forex and Asset management for a leading exporter in Bangalore. He is a regular Trader in Forex and Derivatives in the Indian Money Market.

Education

M.Com., CAIIB

He is a Post Graduate in Commerce and Cetified Associate of Indian Institute of Bankers. Besides the acadamic qualifictions, he had attended many training programmes in Reserve Bank Of India, National Institute of Bank Management, FEDAI etc. He was a faculty in FOREX for the Staff Training Colleges of the Banks

Experience

Forex & Finanace

Experience in Finance/Banking: 30 years. Of which
Experience in Forex Domain: 22 years. And...

Experience in Finance Management/Banking consultant for export units: 12 years

Specialized Training Programs on request can be organized for Forex and Derivatives.

**Skills &
abilities:**
Forex/Finance
consultant

An effective communicator with excellent relationship building, leadership and mentoring skills and proven ability to create new business opportunities and support & sustain a positive work environment towards accomplishment of organizational goals.

Expert in analyzing existing operations and implementing effective systems, strategies and process to improve organizational performance and profitability.

Skilled business strategist, with superior business acumen and dedication to creating value and maximum return-on-investment.

Through knowledge of the Credit appraisal, financial ratio analysis, CMA preparation and financial projections of the company.
Thorough knowledge of FOREX and BANKING. Conversant with FEMA procedures

High customer orientation and relation. In the banking career and in the export houses, He has the experience of the good Customer orientation and the interpersonal relationship to achieve the best result.

Good inert personal skills with an ability to work in a culturally diverse environment and teams. Can consolidate various inputs and data and prepare a document for the client

Can provide administrative support to global engagements in terms of tracking action items from meetings to closure

Analyzing existing accounting procedures / systems and restructuring them to attain optimum efficiency levels.

Developing relationships with key decision-makers in target organizations for business development.

Interfacing with corporate clients for understanding their requirements & suggesting the most viable solution and cultivating relations with them for customer retention & securing repeat business.

Training, leading and monitoring the performance of team members to ensure efficiency in process operations and meeting of individual & group targets.

Structuring trade transactions for clients and coordinating between Treasury Dealing Room and the customer in exchange rate fixation.

Performing the functions of assessing creditworthiness on an ongoing basis of clients and taking adequate steps to ensure receipt of payments and recovery of bad debts.

Hobbies

Photography & Pets

Serious Amateur photographer. He has varieties of Cameras: old range finder to recent DSLR with complete lens kits. Very keen interest in Foto editing and Video editing. He loves automobiles, music. He was a serious tennis player, now a serious jogger. He loves pets especially Dogs and he has brought up 7-8 breeds of dogs.